

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL
November 7, 2022
1:30 p.m. (local time)**

TO BE HELD THROUGH WEBEX

TO JOIN, CALL: (240) 454-0887

MEETING CODE: 610915440 OR

<https://IndianaEnhanced.Webex.com/join/PLAWebex>

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| I. | Better Life Group – new CE provider for post licensing (Was tabled from the 10/3/22 meeting for timed outline) | |
| | a. 30-hour Post Broker Licensing Course | 30 hrs. |
| | b. 24 hour Managing Broker Course | 24 hrs. |
| | c. Buyers Special Agency & Purchase Agreements | 4 hrs. |
| | d. Special Agency & Sellers & Listing Contracts | 4 hrs. |
| | e. Financing | 4 hrs. |
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| II. | Better Life Group (SC42000007) (Was tabled from the 10/3/22 meeting for timed outline) | |
| | a. 90 HR Pre-Brokers Real Estate Academy Live Zoom Class | 90 hrs. |
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| III. | Carpenter Realtors (CE21200006) <ul style="list-style-type: none">• New Director – Jeana Culp | |
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| IV. | Cressy & Everett Real Estate (CE20900914) <ul style="list-style-type: none">a. The Psychology Behind Client Personalities and How Best to Apply them in Real Estate | 2 hrs. |
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| V. | Education Resource (CE10500032) <ul style="list-style-type: none">a. CE 00-23-01: Basic Overview of Accessory Dwelling Units | 2 hrs. |
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| VI. | Global Real Estate School – new provider <ul style="list-style-type: none">a. Helping Consumers Understand Big Data Through RPRb. Recognizing and Fighting Housing Discriminationc. Antitrustd. Values and Ethics, A Standard to Work Bye. The Basics of 1031 Tax Exchangesf. Credit Reporting and Issues Affecting Credit Scoresg. Environmental Issues Every Real Estate Professional Should Knowh. Communicating With Today’s Tech-Savvy Consumeri. A Deeper Look at Title Insurance | 3 hrs. 3 hrs. 3 hrs. 3 hrs. 3 hrs. 4 hrs. 3 hrs. 3 hrs. 3 hrs. |
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| VII. | Greater Northwest IN Association of Realtors (CE10600438) <ul style="list-style-type: none">a. The Realtors Code (NAR)b. Managing the Electronic Transactionc. Understanding Contingencies (RB & MB)d. Residential Forms (RB & MB)e. Representing Seller Clients | 3 hrs. 2 hrs. 2 hrs. 4 hrs. 2 hrs. |

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| f. | Closing Short Sales | 2 hrs. |
| g. | Embracing an Ethical Environmental | 3 hrs. |
| h. | Creating Diversity, Equity and Inclusion Plan for your Brokerage (RB & MB) | 4 hrs. |
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| VIII. | Indiana Commercial Board of Realtors | |
| a. | Impact of Changes to Healthcare and Education on Commercial Real Estate (RB) | 2 hrs. |
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| IX. | International Right of Way Association (CE10600454) | |
| a. | Course 421 The Valuation of Partial Acquisitions | 32 hrs. |
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| X. | Real Estate Career Network (CE10600513) | |
| a. | Sharpening the Finer Title and Escrow Skills in Today's Market | 2 hrs. |
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| XI. | Real Estate Certification Program (RECP) | |
| a. | Down Payment Assistance Programs | 2 hrs. |
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| XII. | Reed School of Real Estate (CE21100017) | |
| a. | Managing the Electronic Real Estate Transaction | 2 hrs. |
| b. | Advertising and Fair Housing (RB & MB) | 2 hrs. |
| c. | Understanding Contingencies (RB & MB) | 2 hrs. |
| d. | Antitrust and Real Estate (RB & MB) | 2 hrs. |
| e. | Residential Forms (RB & MB) | 4 hrs. |
| f. | Representing Seller Clients | 2 hrs. |
| g. | Closing Short Sales | 2 hrs. |
| h. | Embracing an Ethical Environmental | 3 hrs. |
| i. | Mold, Air Quality & Legionella | 3 hrs. |
| j. | Asbestos Awareness | 2 hrs. |
| k. | Phase 1 & Phase 2 Environmental Site Assessments | 3 hrs. |
| l. | Building Enclosure Fundamentals | 3 hrs. |
| m. | Commercial Roofing | 3 hrs. |
| n. | Next Level Drying | 3 hrs. |
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| XIII. | Tucker School of Real Estate (SC00000025 & CE10600410) | |
| • | New Director – Lynn Davis | |

Next Scheduled Meeting
December 13, 2022